

CAREERS • EDUCATION • NETWORKING

2011 PROGRAM GUIDE

DEALER.COM PRESENTS

VERMONT

TECH JAM

FRI. 10 A.M.-5 P.M. & SAT. 10 A.M.-3 P.M.

Oct. 28 & 29

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The national unemployment rate is still high, but you'd never know it from surveying the **75+ tech and bio/science exhibitors** at this two-day job fair and tech expo. Most of them are growing and hiring or scouting for talent.

The Tech Jam's presenting sponsor, **Dealer.com**, continues to expand in Burlington, since last year, the company has added more than 200 jobs and doubled the size of its state-of-the-art Pine Street HQ.

Another sponsor, **MyWebBroker**, just bought the former Champlain Hill in downtown Williston and is renovating it into "the new digital hub of Vermont." **Allscripts Healthcare Solutions**, which has an office in South Burlington, is hiring and training 30 new interface analysts.

All three of those companies have attended past Tech Jams. But **almost half of this year's exhibitors are new to the event**. In fact, some of them didn't even exist when the first Jam took place in January of 2008. **Aviatrix Apps**

The companies at the 5th Annual Vermont Tech Jam are rockin'!

in Burlington: **Green Mountain Digital** in Woodstock and **Pawnee Express** in Barre are all first-time exhibitors that have launched since then.

Want to land a job at one of these growing firms? Check out one or both of the **"How to Stand Out in the Hiring Process"** panel discussions scheduled for Friday and Saturday. Representatives from some of Vermont's most successful companies — all Tech Jam sponsors — will reveal what they look for in new employees.

What's it like *once* you're in? Employees from **Dealer.com** and **Google** will present a **Lunch and Learn** session on Saturday to discuss how they foster a culture of innovation in the workplace.

Not qualified for a 21st-century tech job? You're never too old to go back to school. Representatives of several Vermont colleges and universities will be on hand with **advice about how you can retrain for a tech-related career**.

The Tech Jam's focus on education and long-term workforce development starts with youngsters. On Friday, from 10 a.m. until 2 p.m., middle and high school students from all over Vermont will attend the Jam **Self-proclaimed "mad scientist" John Cohn**, IBM fellow in microelectronics,

will give his popular **"Jinks and Winks"** presentation at 11 a.m. to show kids exactly how electrolysis science can be. And at 1 p.m., **four panelist women** will discuss ways to encourage girls and women to pursue tech-related careers. Students themselves are showing their stuff, monitoring innovative innovations at Middlebury, UVM, Champlain College and South Burlington High School. Find out about their displays on page 7.

The Vermont Tech Jam is organized by a group of public- and private-sector partners — Seven Days, the Lake Champlain Regional Chamber of Commerce, the Vermont Software Developers' Alliance and the Vermont Department of Labor. The goal? To promote the fact that **Vermont's thriving tech sector offers lots of entrepreneurial opportunities and well-paying jobs**.

Whether you're a job seeker, career changer, student, educator, tech professional, community leader or just a curious Vermonter, you'll find something here to engage you.

WELCOME!



VERMONT TECH JAM

2011

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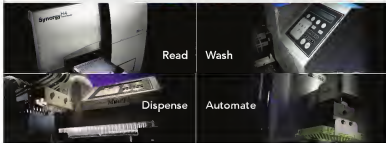
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TECH JAM 2011 SCHEDULE

FRIDAY

OCTOBER 28, 10 A.M.-5 P.M.

10:00 Exhibition opens to the public. 80 exhibitors on two floors. Tech demos, self-guided augmented reality sculpture tour at booth T46, robot building at the KITS table on the first floor.

Middle and high school students arrive.

10:45 Welcome by Gov. Peter Shumlin. Upstairs lecture area

11:00 Presentation: "Jolts and Volts." Upstairs lecture area. John Cohn, IBM fellow in microelectronics, leads this lightning-fast tour of electricity. Participants will see, smell and taste it. Come prepared to be shocked! Read about it in this week's *Seven Days*.

1:00 Panel: "Women in Technology." Upstairs lecture area. Melissa Dever, cofounder of and vice president of engineering at C2, Michele Morelock of Google, programmer and .NET expert-for-hire Julie Lerman, and Logic Supply president and cofounder Lisa Groenewald explain how they got started, and suggest ways to encourage and support women in tech-related careers.

2:00 Tour: Augmented reality sculptures on Church Street. Meets downstairs at booth T46. With Chris Thompson, curator of the BCA Center.

Middle and high school students depart.

3:00 Panel: "How to Stand Out in the Hiring Process." Upstairs lecture area. Representatives from MyWebGrocer, GeoTek and C2 talk about how — and who — they hire.

Tech Jam Without Borders Would Have Been a Bust!

Back in January, Tech Jam organizers had what we thought was the perfect venue for this year's event: a then-vacant floor of the Innovation Center of Vermont, the former General Dynamics building. Four months later, massive spring floods brought FEMA to town, and the federal agency commandeered the space. For three months, the Tech Jam was homeless. Fortunately, **Nick & Morrissey Development** stepped up — after Borders moved out — to donate its retail storefront at 29 Church Street in Burlington, giving Tech Jam exhibitors and attendees an opportunity to breathe new life into this recently vacated spot on the city's prominent pedestrian mall. Talk about an innovation center! Thanks, Nick & Morrissey, for giving the 2011 Tech Jam a home.

SATURDAY

OCTOBER 29, 10 A.M.-3 P.M.

10:00 Exhibition opens to the public. 80 exhibitors on two floors. Tech demos, self-guided augmented reality sculpture tour at booth T46, robot building at the KITS table on the first floor.

11:00 Panel: "How to Stand Out in the Hiring Process." Upstairs lecture area. Representatives from Dealer.com, Logic Supply and MicroStrain talk about how — and who — they hire.

11:30 Tour: Augmented reality sculptures on Church Street. Meets downstairs at booth T46. With Coby Brownell, Champlain College MFA student.

12:30 SOLD OUT: Lunch and Learn with Dealer.com and Google: "Fostering Innovation in the Workplace." Upstairs lecture area. Featuring Luke Dhan, senior director of product development for Dealer.com, Mike DeCocco, Dealer.com director of business development, Craig Newell-Manning, Google engineering director for New York, and Matt Dunne, head of community affairs at Google.

Exhibitors with name tags sporting **green stickers** represent companies that are actively recruiting employees.

Likewise, attendees can apply **green stickers** to indicate they are looking for a job!



**GREEN
MEANS GO!**



TECH JAM 2011 PRESENTERS



John Cohn

HEAD FELLOW IN MICROELECTRONICS

President/Chair "Solid and Soft,"
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John Cohn, IBM Fellow in microelectronics, is an innovator in the area of design automation for both analog and digital custom integrated circuits. He has authored more than 100 technical papers and contributed to four books on the subject, and has more than 100 patents issued or pending in the field of design automation, analog/digital and digital custom integrated circuits. He has authored more than 100 technical papers and contributed to four books on the subject, and has more than 100 patents issued or pending in the field of design automation, analog/digital and digital custom integrated circuits. He has authored more than 100 technical papers and contributed to four books on the subject, and has more than 100 patents issued or pending in the field of design automation, analog/digital and digital custom integrated circuits.

business development department. John is responsible for uncovering and developing strategically aligned, innovative partnership opportunities for the business in the U.S. and around the globe. His efforts are supported by the company's active participation at conferences for the National Automotive Service Association (NAS) Global Insight and the J.D. Power Automotive Internet Roundtable.

Melissa Dever

VICE PRESIDENT OF ENGINEERING AND CO-FOUNDER, C2

Panel: "Women in Technology," Friday 1 p.m.



Melissa Dever is the vice president of engineering and a co-founder of C2.

A five-month-old technology startup, C2 is specializing in Internet business solutions and enterprise technology infrastructure. The business focuses on leveraging industry leading technologies to create competitive advantage for its clients.

Over the past 10 years, C2 has worked with many brand-name businesses as well as startups and government institutions while earning premium client partnerships.

With training technology vendors such as Microsoft, Dell, VMware, Salesforce and BMC in the process, Dever has developed vast expertise in enterprise systems architecture and applications engineering. Prior to co-founding C2, Dever held multiple management positions at Digital Equipment Corporation.

Luke Dion

SENIOR DIRECTOR OF PRODUCT DEVELOPMENT, BENLOR CORP.

Lunch and Learn: "Fostering Innovation in the Workplace," Saturday 10:30 a.m.



Luke Dion, Senior Director of Product Development at BenLor Corp., has nearly two years of work and is the senior director of product development.

A native Vermont, Luke was born and raised in Burlington. After earning his computer science degree from Colgate University, he spent six years in Washington, D.C., employed by a "billionaire bank," learning how to develop and implement business systems. In 2000, he moved back to Burlington as a mobile employee for a small Virginia startup and spent the next 10 years spearheading the company's development of biomedical research software products. In 2010, Luke quit his M.D. from UNV. When he's not working at BenLor, Luke enjoys spending time with his family (which expanded in September with the addition of his son, Jack).

Matt Dunne

CEO OF COMMUNITY AFFAIRS, GIGGLE

Lunch and Learn: "Fostering Innovation in the Workplace," Saturday 10:30 a.m.



Matt Dunne has found his life's work in bringing together the worlds of entrepreneurship, service and politics. He is the Vermont House at the age of 22. He served seven years before joining the Clinton administration as the director of American Vista. In 2003, he returned to Vermont and was elected to two terms in the Vermont

Senate. Outside of the legislature, he worked in high-tech marketing and was the vice-director of the Rochester Center of Dartmouth College, creating programs to support students who wish to pursue careers in the nonprofit and public sectors. Now the head of community affairs at Giggle Mail, supports all aspects of the company's local corporate social responsibility efforts in communities where Giggle has an office or calls center, as well as helping guide larger corporate partnerships with the non-profit and public sectors. Matt lives in the nonprofit town where he was raised with his wife, Sarah Taylor, his sons, Joshua and Abraham, and his daughter, Cole.

Lisa Groeneveld

PRESIDENT AND CO-FOUNDER, LOGIC SUPPLY

Panel: "Women in Technology," Friday 1 p.m.



Lisa Groeneveld is president and co-founder of Logic Supply, a women's job site.

professionals in the IT industry since graduating from Northwestern University. While working with Fortune 500 companies in the U.S. and Europe, she is a sales and account manager for IBM Global. Lisa learned that open, accountability and transparency are crucial to long-term success. After living in the Netherlands, Lisa and her husband, Roland, moved to Boston, where they intentionally launched Logic Supply, a growing computer hardware and engineering services firm. Lisa is a Vermont resident, wanted to return home and Roland was willing. In 2004, the couple moved their company to South Burlington.

Julie Lerman

MANAGER AND FELLOW PANEL: "Women in Technology," Friday 1 p.m.



Julie Lerman is the leading sales partner on Microsoft's Unity France

team - she works the highly acclaimed Programming Unity Newsletter - and has been developing software in one form or another for more than 25 years. We'll discuss in the .NET community she is a frequent presenter at technical conferences large and small around the world. She writes articles for many technical publications, including the "Data Pedia" column in the Microsoft Developer Network's MSDN Magazine. Julie has also been busy creating training videos for MSDN and Pluralsight. A Massachusetts resident, Julie lives in the Vermont .NET User Group since 2003 and was a founding board member of the Vermont Software Developers Alliance. She has co-organized the annual Vermont Code Camp.

Michele Morelock

SITE RELIABILITY ENGINEER, GIGGLE

Panel: "Women in Technology," Friday 1 p.m.



Michele Morelock is a member of the Site Reliability Team at Google where she is working to create the next fully testing and live measurement system. Before joining Google, Michele worked for corporate security companies such as Symantec and Sophos. She managed her own team, which supported large software deployments,

support customers and software customers. After she was at Morelock worked for Dorian Technologies in the technical support department and assisted in the launch of the company's first wireless networking devices. Prior to that, 16-year-old Michele cut her teeth working for a local computer company in Washington State, installing networking equipment and supporting Windows software.

Craig Nevill-Manning

IS ENGINEERING DIRECTOR, MICROSOFT

Lunch and Learn: "Fostering Innovation in the Workplace," Saturday 10:30 a.m.



New Zealand-born Craig Nevill-Manning is a computer scientist who founded Google's first remote engineering center in Wellington, New Zealand, where he is an engineering director. He also founded Pivotal, a product search engine. Prior to joining Google in 2003, he is a senior research scientist. He was an assistant professor in the computer science department at Rutgers University before that. He was a postdoctoral fellow in the computer science department at the University of Wisconsin-Madison. His research interests center on using big

data for machine learning, data compression and computational biology to create new structured datasets.

Mike DeCecco

BUSINESS DEVELOPMENT DIRECTOR, GIGGLE CORP.

Lunch and Learn: "Fostering Innovation in the Workplace," Saturday 10:30 a.m.



Mike has been at BenLor since he was only 19 years old when he was one of the company's first salespeople.

Throughout his tenure he has held key roles in sales, marketing and industry relations, and now heads up the company's

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Making the Grade

**MEET STUDENT EXHIBITORS
AT THIS YEAR'S TECH JAM**

Undergraduates from the **University of Vermont's Alternative Energy Racing Organization** are bringing their hybrid race car to the Jam. AERO members have used cutting-edge technology and low cost, off-the-shelf parts, as well as components they made themselves, to build their car, which they'll drive in the annual Formula Hybrid Isle National Competition in Loudon, NH. They're seeking sponsors for their car, and parts and technical support from local companies. Visit their table at booth T15.



Every other year, the U.S. Department of Energy sponsors a national green-building competition in Washington, D.C., called the **Solar Decathlon**. This fall, the team from **Middlebury College** took fourth place for their "England" house, a 100 percent solar-powered, affordable home. These Middlebys display materials from their award-winning entry, "Self Reliance," which received first place in three of the 10 decathlon categories. They're the first liberal arts students to have made it to the finals of the national competition on their own, competing against students from architectural and engineering schools. Visit their display at booth T13.



Learn how to build a computer, and build and program a robot, with undergrads from **Champlain College's Kids in Technology and Science** program. The KITS students are offering hands-on demonstrations of their Lego Mindstorms robots. They'll be stationed at the former Borders checkout counter. The KITS program, developed by AI/Robotics, deals of the Division of Information Technology and Sciences, is designed to spark interest in technology and science among middle and high school students. It also provides Champlain College students with hands-on teaching experiences.

In addition to providing an augmented reality sculpture tour, graduate students in **emergent media at Champlain College** are crowdsourcing information — i.e., conducting interviews with attendees — as part of the week they're doing for their semester-end symposium. Visit them at booth T41 to take part in their project.

Two students from **South Burlington High School's Big Picture** program are exhibiting at the Tech Jam to generate support for a "community backpack." Senior Domenic Pasquale, who attended the recent Maker Faire in New York, says the backpack would be "dedicated to helping people learn about technology and hardware in a collaborative environment." Visit the Floating Point booth at T42 to learn more about their initiative.

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BIOSCIENCE

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Chroma Technology Corp. 14

Bellows Falls • chroma.com

Chroma Technology Corp. is an employee owned company that specializes in the design and manufacture of precision optical filters and coatings. Chroma's coating and custom filter and coating based single or applications, to multi-Resonance technology and expertise in spectroscopic imaging, is optical microscopes, laser based control and navigation systems, and Raman spectroscopy. For each of these applications, Chroma provides the greatest accuracy in color separation, optical quality and signal purity.

Green Mountain Antibodies 15

Burlington • greenmountain.com

Green Mountain Antibodies is a biotechnology company focused on the production and use of antibodies in the research, biotechnology and pharmaceutical industries. Antibodies are large protein molecules produced by the immune system. Technology developed in the 1970s allows the production of unlimited amounts of monoclonal antibodies to target specific antigens. These antibodies are useful

in detecting and in some cases in therapies for diseases. Green Mountain Antibodies has been recognized worldwide as a leader in the production of monoclonal antibodies since 1986. In addition, the company has a product line of proprietary antibodies to bind, prevent, intracellular diseases and environmental toxins. As a science based technology company, Green Mountain Antibodies is currently seeking experienced management and science personnel to assist in the next phase of growth.

MBF Bioscience 15

Wilton • mfbioscience.com

MBF Bioscience helps scientists get better data from their microscope images. MBF develops image acquisition, analysis and sharing software and combines that with microscopes and equipment from the world's leading microscope manufacturers to create fully integrated microscope research systems. MBF's customer service team, which includes PhD scientists, provides full support for MBF systems, hardware and software. MBF's staff scientists and developers are actively engaged with leading bioscience researchers around the world to ensure that its systems meet the current needs of researchers across the scientific spectrum. In 2007 and 2008 MBF was named one of the Best Places to Work in Vermont. Also in 2007 MBF president Jack Gleason was named the U.S. Small Business Administration's National Small Business Person of the Year award.

CYBER SECURITY

Pwntie Express 15

Barn • pwnexpress.com

Pwntie Express specializes in bleeding edge penetration-testing hardware, including the industry's first, the Pwn Plug. A full pan testing suite packed into an inexpensive, recoverable, the Pwn Plug uses covert tunnels, 32,000+ access and MAC/SSID bypass to inject an encrypted, firewall-busting backdoor into your target network. This technology enables Pwntie Express clients to test for technical vulnerabilities in a single day, quickly identifying vulnerability requirements. The company name is derived from the root word "pwn" which in hacker jargon means to compromise or control another computer. Pwntie Express security services provides systems integration and security consultants, have partnered Pwntie Express, prebids and integrated them into their cyber solutions - Pwntie Express clients include Fortune 500 corporations (such as banks, retail chains and hospitals), and the federal government. Pwntie Express is also featured in *News Magazine* and on CBS television. Dark Breeding, the ARS, Penetration and PwntieCom.



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EDUCATION

Burlington College 124

Burlington • burlington.edu

Burlington College is a progressive liberal arts college offering a variety of degrees in undergraduate studies, bachelor of fine arts degrees, bachelor's degrees, associate degrees and professional certificates. The college is also an Apple Certified Institution. Burlington College is renowned film school and fine arts programs emphasize both craft and technique. Fall 2013 brought the introduction of a BFA in graphic design, BFA in cinema studies and film production, and B.A. in media art/design, among several other new majors. All degrees require an internship and a senior design project, emphasizing community engagement and the real world applications of studies. Burlington College's "third brain" approach and small class sizes focus on effective, creative and environmental environments. Students have the support to take their passion to new depths.

★ **Champlain College 140**

Burlington • champlain.edu

Champlain College, founded in 1873, offers top flight professional programs combined with a liberal arts core experience. With campuses in Burlington, Montreal and Dublin, Ireland, Champlain's undergraduate and graduate degrees and certificates in creative media, business and technology fields are ranked among the top in the nation. Working professionals can access learning through Champlain's Center for

Professional and Executive Development or prepare for certifications such as Certified Computer Programmer or Certified Information Security Systems Professional. Champlain's Creative Media Center engages about 100 undergraduate and graduate students a year in student-led and corporate sponsored media development, including projects for the UN, IBM and many others. U.S. News and World Report's America's Best Colleges 2013 ranks Champlain College as the No. 1 "Top Up-and-Coming" college. Champlain has been ranked in the Princeton Review's "Best 376 Colleges." It ranked in the top tier of the Best Comprehensive College in the North and is home to one of the top 12 game development programs in North America.

Champlain College MFA in Emergent Media 141

Burlington • mfa.champlain.edu

Champlain College's media's at-large in emergent media program explores the intersection of three contemporary trends: global connectivity, digital literacy and participatory communication. This innovative program has been designed to appeal to creative and collaborative minds, helping them develop and build technical skills while exercising them in the business, cultural and aesthetic contexts of those skills. The experiential, community-based learning environment is designed to prepare students for successful careers as thought leaders in emergent media while ensuring their time is meaningful and shapes the future of change.

CONTINUED ON PAGE 10

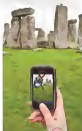
Augmented Reality Art

The Vermont Tech Jam is bringing a new kind of public art to Church Street. Students from Champlain College's video game design classes and its master's program in emergent media have placed several virtual "sculptures" on Church Street. To see them, you need to download the Layar app to your smart phone or iPad and point your device in the right direction.

Don't have a smartphone?

Take a guided augmented reality sculpture tour with **BCA Center curator Christopher Thompson on Friday at 2 p.m., or on Saturday at 11:30 a.m., with Champlain College MFA student Coby Brownell.** Both tours meet at booth T41 outside the elevator on the first floor.

Champlain College, Burlington City Arts and Seven Days worked together to make this augmented reality art experience possible. A similar tour at the 2013 Woodstock Digital Media Festival inspired their collaboration.



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EDUCATION

CONTINUED FROM PAGE 6

Community College of Vermont **15**

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Floating Point Hackspace **142**

South Burlington • floatingpoint@floatingpoint.com

See page 7

Marlboro College Graduate School **154**

Brattleboro • gradschool@marlboro.edu

Marlboro College Graduate School offers programs in technology education and management that focus on advancing students' careers or helping them develop the skills and networks to enter a new field. Marlboro's project-based approach encourages students to use their work projects as the basis for their class work, which emphasizes both application and time management. Learning is designed around small, 10-person classes complemented by online work and collaboration. Programs include sustainable management, nonprofit leadership, health care sustainability, education technology, web development, building for social justice, B-10 licensing and education's completion programs (IT management [fully online]).

Vermont Technical College **128**

Randolph Center • Wiliston • 802-444-1100

Vermont Technical College, located in Randolph Center and Wiliston, offers more than 20 bachelor's and associate degree programs in today's most sought-after fields. Including Business Technology and Management, Architecture and Building Engineering, Technology, Computer Engineering and Information Technology, Construction Management, Survey, Dental Hygiene, Respiratory Therapy and Environmental Engineering Technology. Sustainable design and technology leadership development and environmental horticulture, renewable technology and more. Students benefit from a 98 percent job-placement rate and a student-to-faculty ratio of 9 to 1 on a scale of 1 to 100. SAT item centers close to skiing, hiking and mountain biking. Financial aid is available in the form of loans, grants, work study and scholarships.

FINANCE

EverBank **148**

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checking, saving and lending products, unique global market products such as foreign currency CDs, and award-winning online banking service. If you're looking for a complete financial picture, EverBank offers a generous match profit-sharing, comprehensive benefits and promotion opportunities. Then a career opportunity with EverBank awaits you!

★ Northfield Savings Bank **121**

Northfield • nbsbvt.com

Northfield Savings Bank was founded in 1867 by a local community member who believed a mutual bank, owned by its depositors, would benefit the community. One hundred thirty-four years later, NSB continues this tradition. NSB is one of the nation's few remaining mutual depositors-owned organizations, and one of the largest banks headquartered in Vermont. NSB is a full-service bank that carries both traditional banking products and services with advanced electronic banking solutions for its customers' personal and business accounts. Whatever the customer's needs may be, NSB has the solution. With 13 convenient locations throughout central and northeastern Vermont, Northfield Savings Bank provides 100 percent of the local bank customers want. Not all personal service, great rates, innovative products and financial stability. Plus, NSB doesn't give up its profits to financial conglomerate organizations, an approach that's 150 percent banking.

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GAMING

Jana Media 112
Burlington • myjama.com

JanaMedia focuses on delivering the highest quality video games across multiple platforms with a focus on mobile and innovation in game play. This leads to it always being a rockin' story among users and for the able to win a standing ovation while playing on schedule. Jana Media's current release is "Roy G Biv" a mascot tower-defense game taking place in the mid-1800s. The first online version of "Roy G Biv" is playable now on upgraded PC/Mac version is under development. A mobile version of "Roy G Biv" for iPad, iPhone and Android is slated for release shortly after the PC/Mac version. These upgraded versions will include more levels and a few enemy types. Find more information on the website.

Terti Studios 111
Montpelier • terti.com

Terti creates educational games (also known as edutainment) and books with an emphasis on math and computing. Its core strategy is to make math and computing easier to learn by making them more delightful and fun. Awarded top 10 to do and apply. Terti's recent grant funded \$400,000 has created an math visualization tool and educational app for iPad. This customer built published its first mobile app for iPhone and iPad the challenging word game "Swamp Talk" which is available in the App Store.

GOVERNMENT/NONPROFIT

Burlington Community and Economic Development Office 113 Burlington • cbeo.burlington.org

The Community & Economic Development Office works on behalf of the city to stimulate investment and to attract, nurture and encourage the development of both old and new economic enterprises. CEDO supports economic growth in the city of Burlington in practical and tangible ways. By providing free technical assistance and referrals, helping with business planning, offering location and permitting assistance, helping with financing, energy bills, and acting as a liaison between city departments and businesses. Among many other services, CEDO also publishes a award-winning business guide. Since 1985, CEDO has provided assistance to over 1000 small businesses, created more than 400 jobs for Burlington residents and added over \$1,340,000 in new local tax revenue annually.

Democracy for America 128
South Burlington • democracyforamerica.com

South-Burlington-based Democracy for America, the citizen-powered PAC, has over 1 million members nationwide. DFA provides on line and offline organizing resources, campaign training, and media exposure to its members, have the power to impact progressive issues

and candidate in DFA emerged from Howard Dean's presidential run in 2004. Dean for America, which was widely noted as the first major political campaign to use the full power of the Internet for fundraising and organizing. DFA continues the legacy today using cutting-edge tools and technologies including YouTube, RSS, and real-time development to power its websites and organizing efforts. DFA is currently hiring a web-developer and digital campaign director among other positions.

Fletcher Allen Health Care 11
Burlington • fletcherallen.org

Fletcher Allen Health Care is Vermont's academic medical center affiliated with the University of Vermont College of Medicine and Schools of Allied Health. As a Level 1 Trauma Center, Fletcher Allen serves a population of 1 million people throughout Vermont and north and New York. As Vermont's largest private employer, Fletcher Allen offers opportunities for growth and challenges in all areas to make a difference in the community. Visit Fletcher's website to learn more.

CONTINUED ON PAGE 12

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GOVERNMENT/NONPROFIT

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State of Vermont Recruitment Services **117**

Montpelier • vsemt.gov

Working for the State of Vermont is an opportunity to help protect, preserve and enhance the exceptional quality of life in the state. State of Vermont employees make a direct contribution to the betterment of Vermont's people, places and traditions. The State of Vermont offers a wide variety of career paths, with tremendous opportunities for growth. The total compensation package is excellent, a flexible pay and benefits designed to meet health and financial needs, improve quality of life, and support balance in home and work life. No matter in Vermont, see there so many opportunities with one employer. The State of Vermont is an equal opportunity employer.

U.S. Small Business Administration **12**

Montpelier • sba.gov

The U.S. Small Business Administration provides financial, technical and management assistance to help small businesses start, grow and succeed. Along with its network of partners, SBA can help develop a business plan, obtain loans, identify contracting opportunities, to increase sales, make contracts and access resources to strengthen small-businesses.

Vermont Businesses for Social Responsibility **112**

Audubon • abn.org

Vermont Businesses for Social Responsibility is a statewide, member-based association that recognizes the opportunity and responsibility of the business community to set a high standard for practicing the robust, sustainable economic environment. With over 100 members, MBRS is the largest association of its kind in the nation. MBRS programs range from events and public policy to group health insurance and the Make Peace, a member-to-member exchange program. MBRS navigates the VTI Intern Program, which finds opportunities for graduates in Vermont companies and contributes to Vermont's economic development by

introducing students to the internship and employment that exist here in Vermont.

Vermont Department of Health, Information Technology Unit **136**

Barre/Burlington • health.vermont.gov

The Vermont Department of Health Information Technology Unit is a public service at its best. VDH-IT is a SQL/NO SQL shop with a strong belief in best practices. It supports a number of public health initiatives, both local and federal, with top notch applications. VDH-IT is involved in health care reform and involved in implementing the HITECH Act. Join VDH-IT – good software needs good people.

Vermont Department of Labor, Workforce Development Division **130**

Montpelier • labl.vermont.gov

The Vermont Department of Labor's primary focus is providing services that assist small businesses, workers and job seekers. The VDL's Workforce Development Division offers a full range of workforce related services through a network of 12 One-Stop Career Resource Centers. Each one offers a self-help resource room, job matching, registered apprenticeships, a database of education and training resources, statewide and national job listings, labor market and career information and federal

funding to help with skills training for new and dislocated workers.

★ Vermont Software Developers' Alliance **138**

Winooski • vtsds.org

The Vermont Software Developers Alliance is a trade association dedicated to fostering a healthy software industry in the state. Since many technical interest groups already exist, VSDA focuses more on common business interests. It supports and provides a thriving software community in which members can share ideas, expertise and strategies for success. That includes working with local colleges and universities to develop talent, share careers as well as sponsoring and helping to organize the annual Vermont Tech Jam.

★ Vermont Technology Council **15**

Audubon • vttechcouncil.org

Since 1992, the Vermont Technology Council has been a catalyst for technology-based economic development, bringing together the high quality research of Vermont's universities and colleges, the unique talent capacity of Vermont's businesses and the collaboration and support of state government. The Vermont Manufacturing Extension Center, the Vermont Academy of Science and Engineering, and the Vermont Center for Emerging Technologies are just three examples of the many technology-based initiatives in 2010. The Tech Council created an

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mentorship program to assist college students with post-summer internships at businesses in Vermont. The goal is to give students an opportunity to apply their education on the job while providing businesses with a workforce that meets their needs. For more information about the program on the Tech Council's website.

GRAPHIC DESIGN/WEB DEVELOPMENT/MARKETING

Brandthropology 132

Burlington • brandthropology.com

Brandthropology is a marketing firm with a distinctly Vermont approach, creating highly evolved marketing systems for a strict group of clients interested in embracing change — and the many opportunities that new technologies now offer. Brandthropology helps clients seamlessly integrate new marketing technologies into their traditional media and contemporary platforms. The result? Websites, SEO, social media, PR, application development, email campaigns and mobile/multi-screening all work together to achieve outstanding results.

Propeller Media Works 138

Burlington • propellermidwest.com

Propeller Media Works specializes in delivering custom designs and mobile websites that impress and online marketing programs that convert. At creativespace, they mix creativity with standards-based coding practices to ensure an

imaging experience across desktop and browser. Since 2007, the company's team of experienced marketers, designers and developers have delivered hundreds of websites and campaigns for a wide range of unique brands as well as many well-known brands. In Vermont, the list includes Stone Mountain Resort, Bolton Valley Skiing Area, Ragier of America Vermont Public Radio, Ski Vermont, Scientific Generation, Butler Snowboards, NRG Systems and others. Burlington-based Propeller is a member of Vermont Business for Social Responsibility.

Tag New Media 144

Burlington • tagnewmedia.com

Tag New Media is an award-winning digital creative studio staffed with about 100 talented people. Tag does innovative design and the creative use of technology. Since 1998, Tag New Media has been planning, designing and developing innovative experiences for clients throughout the United States, Canada and Europe. The studio's award-winning work is recognized for its strategic approach, thoughtful engagement, clear design and ultimate ease of use. Tag New Media takes the time to understand the unique challenges its clients face. Team members ask great questions, listen to the answers and push themselves and their clients to challenge comfort, think big and act with intention. Tag New Media is hiring a senior producer who will manage projects from inception to launch, and a director of business development. Visit the Tag New Media booth at the Tech Jam to learn more.

Take it to The Next Level

Burlington-based Jana Media and Montpelier-based Tert! Studios are bringing their new **Vermont-made video games** to the Jam. Check out "Roy G Beats," a musical tower-defense game from Jana Media, upstairs at J22. And Tert! Studios (J10) will have its newly released education game "Swamp Talk" available for play — or you can download it from the App Store.



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See What People Are Saying About Galen

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HEALTHCARE SOLUTIONS



GRAPHIC DESIGN/WEB DEVELOPMENT/MARKETING

CONTINUES FROM PAGE 18

Union Street Media **15**

Burlington • unionstreetmedia.com

Union Street Media is an industry leading provider of websites for the retail, education, commercial, nonprofit and education industries. Since 1998, the company has continued to grow and now has more than 400 clients. The Union Street Media staff team provides clients with tools for website content updates, trend management, internet marketing and website analytics. Combined with a customer focused approach to service and support, the Union Street Media platform has helped hundreds of companies generate more business and provide better service to existing clients.

GREEN TECH

Alternative Energy Racing Organization of UVM **15B**

Burlington • uvmemo.org

See page 7

Draker Labs **114**

Burlington • drakerlabs.com

Draker Labs provides accurate and highly reliable real time and monitoring solutions that help owners and operators of commercial and utility scale solarpanels systems maximize the efficiency and profitability of their solar assets. Founded in 1993, Draker is the oldest independent solar monitoring provider in the U.S. and has installed hundreds of data acquisition systems in commercial sites throughout the world. Draker's turnkey solutions include field and/or remote data collection and management, web based user interfaces, advanced analytical tools and public information displays. In addition, Draker provides design, installation, commissioning and maintenance services to ensure that its monitoring systems perform as planned for the life of the underlying solar system.

Middlebury College Solar Decathlon Team **113**

Middlebury • solvedecathlon.middlebury.edu

See page 7

Tech Vault **117**

South Burlington • techvault.net

Tech Vault brings a world class, award winning, turnkey computer data center to Vermont's Champlain Valley. Tech Vault recently achieved LEED Silver certification as a design firm. England for data centers - in and helping lead the industry to new thresholds for energy efficiency and reducing carbon emissions. Last year alone, Tech Vault benefited from approximately seven months of free cooling because of its environmentally sensitive and technologically advanced design. Tech Vault also purchases a minimum of 10 percent of its electricity from renewable resources. Its data center is owner neutral with Level 3 and FaultPoint as ISP partners. It is HIPAA, 2005 and PCI compliant, and will be TIA/EI compliant in early 2012. Its facility is constructed with an exterior perimeter utilizing Office of Homeland Security Level Medium violence combined with direct circuit 347/5053 surveillance and biometric secured turn-ship access. It is truly "The Secure Side of IT".

HARDWARE

Dynapower **143**

South Burlington • dynapower.com

Since Dynapower's beginning in 1963, the company has grown to become a global leader in the design and manufacture of custom AC and DC power supplies and custom transformers. Its product covers manufacturing solutions

solutions ranging in power from 10 Watts up to 50 megawatts. Dynapower's ISO 9000 square foot, state of the art facility built in 1991 in Burlington is dedicated to the industry. Located in Dynapower's vertically integrated plant is the capability to manufacture complete power system transformers of all types. Dynapower's continued growth is attributable to a constant commitment to research and development, product improvement and innovation. Dynapower serves a variety of industries which include energy storage, waste treating, water treatment, electrochemical mixing, iron and steel. Dynapower is currently testing the company's new medium voltage package and a plastic, cooling environment, to sell its innovation for personal and professional growth.

Husky Injection Molding Systems **17**

Milton • www.husky.com

Founded in 1953 by Robert Schick, Husky started as a small machine shop in a Toronto garage. The company found its niche in special tool moldmaking and quickly developed into a leader in producing innovative, high speed injection molding systems for the world's customers. Today Husky Injection Molding Systems is one of the world's leading suppliers of injection molding equipment and services to the global plastics industry, designing and manufacturing a broad range of injection molding machines, hot runners, robots, molds and integrated systems. The Husky culture is entrepreneurial, fast paced and never afraid of change. Its



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★ Logic Supply T19

South Burlington • logicsupply.com

Logic Supply provides special purpose computer hardware and engineering services for a niche market; computers and end users requiring small, efficient computers and related components. Logic Supply serves Fortune 500 companies and corporate, government and education customers with innovative system solutions tailored to fit specific product requirements. Based in South Burlington, Logic Supply's team of 35 individuals includes hardware and software engineers, computer technical sales, designers and technical sales associates.

LPA Design T9

South Burlington • lpadesign.com

South Burlington-based LPA Design is the company behind the PocketWizard brand of photo products. PocketWizard radio triggers are the worldwide industry standard for wire-less control and synchronization of cameras. Flash lighting and light meters, used by the best photographers in the world for their reliability. PocketWizard also sells in innovation with the introduction of the Control1 line of meters. These latest products allow photographers to utilize the convenience of TTL flash while remote lighting as well as incorporate the game-changing capability of hyper-sync, which allows controlled flash speeds well into

window PocketWizard is dedicated to giving passionate photographers tools they can use to unleash their creative potential.

Optima Machinery Corp. T8

Green Bay, Wis. • optima-packaging-group.de

Optima Machinery Corp. in Green Bay, Wis., is the North American representative of the Optima Packaging Group, which is headquartered in Schwabach, Germany since 1932. Optima has been characterized by constant growth. With a workforce of 1000+ employees worldwide, the Optima Group has provided its core values of flexibility and customer focus. Its highly specialized packaging solutions are used in the pharmaceutical, food, apparel and consumer industries. Technologies from the Optima Group are in great demand all over the world. Optima is at the Vermont Tech Jam looking for electrical and mechanical field service technicians to help support its customers in the Burlington area and along the East Coast.

IT SOLUTIONS

★ C2 T12

Cochester • competitive.com

C2 also known as Competitive Computing is a Vermont based technology consulting firm specializing in Internet business solutions and enterprise technology infrastructure. C2 assists clients in leveraging industry leading technologies to create competitive advantage. Over the past 18 years, C2 has worked with many

brand name businesses as well as education and government institutions to deliver award winning solutions while earning premier status partnerships with vendors such as Microsoft, Dell, HP, and EMC. Clients include Green Mountain Coffee Roasters, Crown & Co., Davis, the State of Vermont and Goodrich. C2's growing local team is nationally recognized with extensive experience in strategic IT planning, application development, collaboration portals, web content management, search and content, email and messaging systems, server virtualization and networking solutions.

ClearBearing Inc. T20

Burlington • clearbearing.com

ClearBearing Inc. is an information technology consultancy and hosting service provider. Since 1999, ClearBearing has focused on providing computer and network technology guidance, highly reliable network designs, and low cost, stable Internet services to clients within and beyond Vermont. ClearBearing is a team of five with decades of experience in network design, user support, project management and IT technical management under its collective belt. The experts at ClearBearing strive to bring the best in network consulting to business, government agencies, education institutions and nonprofit organizations.



Tweet Tech Jam

Find the most up-to-date info about the event by following @techjamvt on Twitter

We'll be tweeting about attendance, recommending must-see exhibits and uploading pics all day Friday and Saturday

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IT SOLUTIONS

CONTINUED FROM PAGE 18

SymQuest Group Inc. 120

South Burlington • symquest.com

Founded in 1998, SymQuest designs, installs and supports business technologies that handle the information flow of electronic and physical business events. The company's 182 technology professionals are committed to delivering legendary computer networks and document management services. Their expertise lies in the realm of computers and software applications that help clients become productive. SymQuest takes great pride in being responsible for clients' information technology needs so that they can focus on what they do best.

Vertek Corp. 131

Colchester • vertek.com

Vertek Corp. is a professional services firm incorporated in 1981, specializing in business process consulting, engineering and order management, network migrations, financial assurance and operations assistance for laboratory manufacturing companies. Vertek's involvement on numerous projects for various customers

such as AT&T and CenturyLink combined with process-oriented technical ability and extensive business domain expertise enables the growing corporation to meet new challenges. The Vertek team is thoroughly committed to integrity and quality, and Vertek's systems has been the result of executing with precision. Simply put, Vertek combines reports and advanced tools to deliver value and results to its clients.

MANAGEMENT AND INFORMATION SOLUTIONS

Desai Management Consulting 134

South Burlington • proinfotriology.com

Desai Management Consulting advises clients on the disciplines necessary for successful business execution. DMC partners with companies in all industry sectors and geographic regions to identify their highest-value opportunities, address their most critical challenges and transform their businesses through strategic planning, project management, business process and change management. DMC's highly collaborative approach helps its clients' teams quickly gain and deploy the skills, tools and techniques needed to achieve their objectives.

DMC's experienced and certified professionals provide appropriate training, consulting and implementation services, and then focus on knowledge and skill transfer to a client's staff.

Global-Z International 135

Dorchester • globalz.com

Global-Z is the market leader in worldwide data-quality solutions, offering pioneering data hygiene services to businesses around the world since 1988. Its data-quality services are the benchmark in international postal address hygiene, mapping/address matching, de-duplication, list rental fulfillment, email and phone standardization and geocoding services. Global-Z created, developed and continually enhances reliable, proprietary solutions to meet demands of the global marketplace. Its pioneering technology, linguistic and cultural expertise, and superior customer service give clients a competitive advantage. Due to its track record, Global-Z is currently seeking a marketing executive, with particular emphasis on online marketing. This position is located at Global-Z headquarters in Dorchester, but a partial telecommuting arrangement is possible for the right individual.

MEDIA

★ Vermont Business Magazine 13

South Burlington • vermontbiz.com

Since 1932, Vermont Business Magazine has published the latest and most accurate information and economic data available. Vermont's only statewide business publication, VBM's print edition includes a monthly focus on a topic such as construction, high-tech and tourism, as well as an Vermont's largest companies ranked by sales and Vermont's largest employers among others. VBM also publishes the annual Book of Lists and Manufacturers Directory and organizes the Rising Stars awards, which recognize Vermont leaders under 40 and the 100+ growth awards, which recognize the state's fastest growing companies. Other events VBM sponsors include the Vermont SEA awards, Greater Chgo. Dinner Business of the Year Award and the Best Places to Work Award. An integrated 625 news source, VBM maintains a digital archive and publishes must-read business focused e-newsletters. Sign up for VBM's daily Vermont Business e-newsletter on the VBM website.

★ Vermont Public Radio 130

Colchester • vpr.net

Longer-sustained Vermont Public Radio has been serving the people of Vermont and the surrounding region since 1977. At Vermont's only statewide public radio network, VPR is a

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VTSDA.ORG

trusted and independent source for news, insight, conversation and much more. For the latest news, weekly coverage, blogs and streaming audio from all of VNH's programs, visit the VNH website.

★ WCAX 135

Colchester • wcax.com

WCAX has been on the leading edge of computer and technology for more than 50 years. Their newspaper is radio station to television station. WCAX has always strived to bring people the latest information using the latest technology. With the advent of the Internet, WCAX has evolved yet again into a media company that has embraced new media, a new way of doing things. WCAX is helping businesses get their word out via commercial advertising for more than half a century and WCAX new media offerings are the next step in that evolution.

Wyatt Investment Research 145

Richmond • wyattinvestments.com

Wyatt Investment Research is an investment research publisher. The company researches and produces online information and/or content by 450,000 individual investors from around the world. Founded in 2001, Wyatt Investment Research has been recognized as a high-growth company. In 2002, the company recognized by Inc. magazine as the 10th fastest-growing privately held company in the United States, similarly awarding accounting firm Becker named the company the 18th fastest-growing company

In the 2006 Technology Fast 500 Between 2004 and 2007, the company grew its revenues by 100 percent to \$12 million. Wyatt Investment Research was founded by Ian Wyatt, who works with 17 team members from offices in Richmond, VT and Washington, DC. The company currently publishes both free investment email newsletters and paid subscription advisory service.

RECRUITMENT

JobsInVT.com 117

Wilmington, Maine • jobsinvt.com

Founded in 2005, JobsInVT.com is the largest job board in Vermont, with more local job postings than any other website. The company specializes in connecting local employers with qualified local candidates who want to work in Vermont. At a lower cost than other recruiting methods, JobsInVT.com is one of the only job boards that does not allow inflated marketing salaries. JobsInVT.com requires all local employers or other opportunities that are not legitimate. Job seekers can be assured that all the jobs found on JobsInVT.com are high-quality, Vermont-based jobs.

★ Seven Days Jobs 116

Burlington • sevendaysvt.com/jobs

Vermont's locally owned, independent news-service is also the area's best source of listings for good local jobs. Seven years ago, the paper partnered with a Vermont-based software

company to boost its entire listings. Classifieds are posted daily — and are fully searchable — on the Seven Days website. They're tracked too, from 25SevenDaysJobs. Seven Days helps organize the Vermont Tech Job as a service to employment advisers, and to showcase the investors who contribute to Vermont's creative economy.

Spherion 119

South Burlington • spherion.com/burlington_vt

For more than 60 years, Spherion has been at the forefront of innovation and change within the recruiting and staffing industry. With approximately 500 locations in the United States and Canada, Spherion has placed millions of individuals in full-time, temporary and temporary jobs with Fortune 500 companies and a wide range of small- and midsize organizations. Spherion's mission is to provide the best employees and build the right teams that understand and provide positive contributions to businesses. Spherion takes great care in making the best match between people and job opportunities and is dedicated to helping individuals find a satisfying career opportunity across a variety of skill sets, including technology, sales and marketing, accounting and finance, human resources, and administrative/clerical. The staffing specialists at the locally owned Spherion office in South Burlington can help employment seekers maximize their job search efforts.

CONTINUED ON PAGE 18



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ROBOTICS

Greensea Systems Inc. J13/J15 Richmond • greensea-inc.com

Greensea Systems Inc. develops command-control-and-forecasting systems for unmanned and robotic platforms and also offers in providing custom engineering solutions. The company has extensive experience creating software for unmanned systems, including submarine-launched vehicles, ground systems, remotely operated water class vehicles, sea launch underwater vehicles and deep ocean salvage vehicles. Complementing its software design and development services, Greensea offers control systems design, development and analysis services for dynamic systems. It provides complete dynamic performance models of devices, vehicles and structures as well as software deployment and simulations. Greensea manages and leads the development of the Open Software and Equipment Architectures, an open-source system providing a software and hardware suite for unmanned vehicles, remote sensor systems, embedded controller units and human-machine interface

★ MicroStrain Inc. T39

Wilton • microstrain.com

MicroStrain Inc. is a leading manufacturer of very small, highly accurate sensing systems. Its range of sensing solutions includes inertial measurement systems, shock displacement transducers, wireless sensor networks and energy harvesting technologies. MicroStrain's sensors are used in a variety of industrial, defense and medical applications. They're used in wearable tracking systems and in testing new designs, controlling critical manufacturing processes, integrating unmanned systems, mobilizing platforms, and seamlessly monitoring machines and structures. MicroStrain's MemsScales™ inertial sensor data storage, visualization and remote management platform leverages powerful cloud computing techniques to provide sensor data to users anytime, anywhere. Recognized as a leader in the sensor industry, MicroStrain has more and more clients seeking to learn more about the company, its products and solutions.

Sky Research J14

One NJ1 • skyresearch.com

Sky Research Inc. is a veteran internet small business leader in innovative geophysical sensing research, development, evaluation and commercial and marine mapping services. SKY was founded in 1992 as an offshore remote sensing company, but has since expanded to become a full-service geophysical mapping and environmental characterization company involved in automated environmental monitoring, marine geophysics, environmental security and military maritime surveillance. SKY provides both contract research for federal, local and international agencies and client-based services. SKY's 150+ employees conduct R&D and operations at offices throughout North America, Southeast Asia and Australia. SKY is currently seeking scientists, engineers, technical field staff, administrators and managers.

SOFTWARE DEVELOPMENT

800response J18

Burlington • 800response.com

For more than 20 years, 800response has maintained the widest selection available of over twenty 800 numbers. Located in downtown Burlington, 800response offers these dynamic advertising tools to businesses throughout North America to help them drive increases in advertising response rates, improve ROI and

track cost per lead. Services include a sophisticated call routing platform, real time call-backing reports, and call monitoring services such as call recording, Call Forward, Speech Detection and Missed Call Monitor. 800response is hiring! Visit the company's Tech Jam bio at www.800response.com to join a team of energetic and fun! sales technology and marketing professionals.

Agillon Apps J7

Burlington • agillonapps.com

Agillon Apps is a web application development firm located in Burlington that specializes in developing web apps for start-up companies and established organizations. Its technology stack includes Ruby, Ruby on Rails, JavaScript, jQuery, HTML5/CSS3, SQL, PHP5, databases and cloud services integration.

Allscripts Healthcare Solutions Inc. J1

South Burlington • allscripts.com

Allscripts Healthcare Solutions Inc. is one of the largest companies focused exclusively on health care information technology. With more than 1800 employees, the company is the industry's largest network of clients on the most advanced product platforms, resulting in a smaller patient record. Allscripts brings to market a complete portfolio of clinical, financial, analytics and connectivity solutions and a client base of 80,000 providers, 150 hospital and 15,000 nursing homes, home care agencies and other point-of-care organizations — the largest network in health care. Allscripts is in

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a high-growth mode and is currently offering numerous job opportunities across the country. Allscripts has partnered with the State of Vermont, and its Department of Labor to hire 50 interface analysts through an intense eight-week training and apprenticeship program. Allscripts is committed to supporting and providing high quality, skilled talent for the health care community.

CSL Software Solutions Inc. ®

Burlington • csl-us.com

CSL Software Solutions Inc. is a dynamic and innovative software company providing many of the world's largest pharmaceutical and biotech companies with data feeding, business analytics and performance coaching solutions. The company's U.S. home office has been based in Burlington since 2006, and since then CSL has grown steadily, employing nearly 600 programming talent. CSL's success is founded on innovative solutions for common problems, performance and brand management, and maximizing employee potential. CSL's solutions enable complex data to be understood easily by business users, all in highly graphical and easy-to-navigate interfaces. CSL is currently hiring entry level database engineers and interns.

★ Dealer.com

Burlington • dealer.com

Dealer.com is the global leader in online automotive marketing. The company provides a full suite of integrated digital marketing technologies to thousands of clients — from local independent dealerships to global brands — and backs its products with proactive customer service and a progressive organizational culture. Headquartered in Burlington, with a satellite office in Manhattan Beach, Calif., the company has named numerous awards for innovation and growth. Recent honors include 2013 Best Overall Company of the Year, American Business Association, 2013 Best Places to Work in America, Double Magazine, the 5000 and Dealer Technology Fast 500 rankings, No. 1 SEO effectiveness ranking among auto dealer website providers, and more.

Empower Mobility™

Burlington • empowermobility.com

Empower Mobility has been providing high quality custom software development services since 2001. Backed by 30 years of experience, its mobile CRM specialists in engineering complex business processes to custom software that runs on Apple iOS and other mobile platforms. CRM designs combine the grace and efficiency with intuitive user interfaces, complex database models and seamless communications. The end result is a complete mobile solution that is scalable, powerful and easy to use.

Galen Healthcare Solutions™

Burlington • galenhealthcare.com

Galen Healthcare Solutions is a professional and technical services company with a specific focus on solving problems of the health care community with the challenging task of migrating to a predominantly wireless world. Ranked as one of the fastest-growing private companies by the 500, Galen is looking for smart, tech savvy professionals to join its consulting team. Galen's 75 employees are located across the country with many in Chicago, Boston and Burlington offices. Galen's Burlington office is located in the South End just off of Flynn Avenue.

Green Mountain Digital™

Windsor • greenmountaindigital.com

Green Mountain Digital is the market leader in custom and web/mobile apps. GMD designs and publishes authoritative and comprehensive mobile applications that engage users with all aspects of the natural world. Its apps have been featured in *Discover Magazine*, *Nature*, *Outside Journal* and *MacLife*.

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SOFTWARE DEVELOPMENT

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Green Mountain Software **138**

Sunburyton • greenmtn.com

Mobile apps are what Green Mountain Software is all about. Founded in 1994, the company specializes in developing custom apps for iPhone, iPad and Android platforms. The Vermont-based company consistently delivers groundbreaking work for clients, ranging from the Fortune 500 to innovative start-ups. Green Mountain Software has a passion for producing exemplary great software and a knack for building solutions that users can't put down. Its user interfaces are best in class for usability and navigation. And what it takes to invent what the company works for itself. Green Mountain Software has delivered successful projects for clients in industries ranging from green energy, medical, food safety, automotive, fire and video and sports timing, and scoring. The company is actively seeking computer-savvy interns and new grads who have a passion for developing apps for the iPhone and iPad.

iSystems LLC **137**

Colchester • isystemllc.com

iSystems is the leading software innovation serving financial services companies and independent payroll providers and owner of iFinancialRaynet, the financial network, reliable and secure payroll and HR software solution on the market. iSystems and its complementary products are used by more than 70,000 employers nationwide. iSystems distinguishes itself by maintaining the highest level of product and technical support and providing ongoing training programs for its customers. iSystems' continuous software development commitment gives its customers the competitive edge in the employer services market.

MBA HealthGroup **135**

South Burlington • mbahealthgroup.com

MBA HealthGroup provides electronic health record consulting, practice management and billing and revenue cycle management services to physicians, hospitals and health systems in its market. In 2008, J.D. Power ranked MBA HealthGroup number 33 in the health industry in the annual top 500 an exclusive ranking of America's fastest growing private companies. As one of New England's premier health care

consulting firms, MBA HealthGroup is growing in dynamic new ways. The company believes that working with people willing to learn and grow with the company using the way will help continue its success. MBA HealthGroup currently has job openings available in implementation consulting, training and project management.

★ MyWebGrocer **140/142**

Colchester • mywebgrocer.com

Founded in 1999, MyWebGrocer drives digital connections among consumers, grocery retailers and consumer packaged goods. HWG works with more than 130 retailers nationally representing more than 10,000 stores, and 80 major consumer packaged goods brands. HWG creates and manages digital solutions for clients including e-commerce, digital media online displays, email marketing initiatives, mobile applications, social media strategies and SEO and customer acquisition programs. Its team of more than 100 professionals creates digital grocery solutions targeting platforms such as mobile Web 2.0, Facebook and other social media. HWG is developing applications that leverage emerging technologies such as geo-location, social widgets and sophisticated email strategies. These offerings are designed for use on a stand-alone basis or as an integral part of a customer Internet solution. HWG's new home will be in the historic Champlain Mill in the heart of Waterford — the new digital hub of Vermont.

Physician's Computer Company **139**

Winooski • pcc.com

When the American Academy of Pediatrics needs help setting up 32x immunoassay registers around the country, it calls Physician's Computer Company. Since 1983, PCC has developed, delivered and supported practice management software as an effort to "remove all the obstacles that keep pediatricians from practicing medicine," according to manager Chip Hart. PCC began when a local pediatric practice was told by its original computer care provider that the company couldn't be bothered to generate the desired "software" that pediatricians need for almost every year. One of the nurses in the practice suggested that her high school-aged son enter a lot about computers, and he was hired to find a system to do the job. Today, John Carney is affiliated, and he can take his business a 50-employee, \$5 million company.

PureWellness **130**

South Burlington • purewellness.com

PureWellness is a rapidly growing Vermont-based company founded in 1996 that provides a comprehensive, scalable online wellness platform. The PureWellness platform allows for efficient administration and management of all wellness initiatives within each organization. It provides numerous resources including an online Health Risk Assessment, tracking tools, pedometer program, employee incentive

There are over 75,000 businesses in Vermont



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program, device integration and full reporting suite to ensure that every wellness initiative will not only succeed, but is able to document success in a structured manner that demonstrates return on investment. PureWellness incorporates innovative technologies that include cloud-based, embedded, web-based applications, smartphone-enabled applications and social media integrations. PureWellness fosters an engaged and engaged culture that provides exciting career opportunities to motivated team members.

RedLeaf Software LLC **138**

Colchester • redleafsoft.com

RedLeaf is a web application, systems development and consulting firm offering clients more than 15 years of experience and expertise across the full development life cycle. Its team can help enterprises of any size profit from customized solutions that deliver blue-chip results and reliability measures. Critical enterprise clients have become the norm for RedLeaf thanks to a 100 percent automated testing approach, multi-tiered project management and streamlined work. Advanced tools and methodologies such as Ruby on Rails, AJAX, SOLID and test-driven development result in more efficiencies and visibility into RedLeaf's clients' projects — and complement the skills of their own teams.

Systems & Software **135**

Wilton • systsoft.com

Systems & Software designs, builds and implements software for the energy market and progressive utilities across North America. Its products control energy smart grids, pipeline water and power conservation, and integrate mobile, social media and web analytics. SAS is looking for self-starters who possess a strong work ethic. There is a team environment where every day brings a different challenge and new working collaboratively with progressive clients and strategic partners to create great software solutions and business process improvements. SAS offers a unique culture that provides a healthy work-life balance, with a focus on employees' personal and professional growth and includes an outstanding benefits and compensation package.

Vermont Information Processing **126**

Colchester • vinfo.com

Vermont Information Processing, founded in 1972, is a software and services company serving the beverage industry. VIP software applications are developed in-house and handle all business functions for a beverage distributor including inventory management, order processing, sales reporting and financial management. VIP also offers software and services for beverage retailer needs including data collection, delivery and cleaning. VP

customers include more than 700 distributors and 45 suppliers. VIP employs more than 150 individuals and has offices in five locations throughout the country. In 2012, VIP became a 100 percent employee-owned company. VIP offers a full benefits package including health, 401(k), an employee share ownership plan, profit sharing and on-site child care.

YIZRI **18**

Burlington • yizri.com

YIZRI offers a unique, proprietary and super-identified technology and service available anywhere after full accessibility full interactivity and full navigability of its diverse websites through voice only and a mobile device. YIZRI can make websites fully accessible for people on the go who do not want to or cannot look at a screen. Visually impaired persons, motor-impaired individuals and those who are not computer-savvy. YIZRI can accomplish that without changing an existing website's content or format. With YIZRI's patent pending WOC technology clients can open their website to an entirely new community of computer users, many of whom are not currently able to access the internet due to lack of better or disability or who are uncomfortable or unfamiliar with current technology. Stop by YIZRI's booth at the Vermont Tech 100 and have about saving the internet hands free and eyes free.

TELECOMMUNICATIONS INFRASTRUCTURE

BroadbandVT.org **126**

Wilmington • broadbandvt.org

From news to new initiatives, keep speed to maps and from Vermont stories to news on the blog. BroadbandVT.org is a free internet site that is kept up-to-date on high speed internet in the Green Mountain State. BroadbandVT.org is brought to you by the Vermont Center for Geographic Information, the Vermont Department of Public Service, the UVM Center for Rural Studies and the Vermont Telecommunications Authority.

Burlington Telecom **133**

Burlington • BurlingtonTelecom.net

Burlington Telecom is an all-local telecom infrastructure network providing world-class fiber to the premises service to home and businesses in Burlington. Utilizing the immense potential of fiber optics, BT is capable of delivering unrivaled network performance and comprehensive solutions for voice, internet and data. With enterprise support for symmetrical internet speeds up to one gigabit per second and a commitment to local customer support, BT has the tools your business needs to excel.

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TELECOMMUNICATIONS INFRASTRUCTURE

CONTINUED FROM PAGE 21

★ Summit Technologies **J4**

Website • summittechnologies.biz

Summit Technologies specializes in wireless networking (Wi-Fi), radio frequency consulting and Wi-Fi guest access services. Summit designs wireless networks for enterprises, manufacturing/healthcare, education, health care, hospitality, municipality and special event venues and offer more than 20 value-added services including location-based services over Wi-Fi, mobile data and cellular enhancement. Summit's wireless is a unique advertising opportunity that can be integrated into many of our locations, including the Burlington International Airport and Vermont Ski Areas Center.

★ TelJet Longhaul LLC **J22**

Website • teljet.com

TelJet provides network and connectivity solutions for Wide Area Networks, data fiber and Internet service through its fiber optic network and offers education for business continuity and disaster recovery solutions. TelJet offers the most secure, reliable telecom solutions enabling Vermont's businesses and institutions to better compete locally and internationally.

VIDEO AND FILM PRODUCTION

Hen House Media **J2**

Website • henhousemedia.com

Hen House Media provides custom video production and digital marketing solutions that help its clients stay ahead of the competition. The team relies heavily on its ability to truly understand company culture and the most complex of corporate structures translates into 100 percent rating from Hen House team as an extension of their own team, and not just as another vendor. Hen House has the honor of working with 30+ local businesses: Green Mountain Coffee

Roasters, Rising the State of Vermont and the Vermont Foodbank among others. Visit the company's Tech Jam booth and discover how the Hen House philosophy of "Shoot Once, Use Often" is helping companies accomplish more all over the world.

MT, Mansfield Media **J31**

Contact • mtmansfieldmedia.com

MT, Mansfield Media is the antidote to "business as usual." Offering full in-house production for radio, TV and web, along with media buying and scheduling, its passion is to create real, original messages in any medium. MTM is an authentic approach that avoids repetition and brings brands for multiple local clients such as the Vermont Wireless and Blend Auto Parts, and on the national level with the Renaissance Burlington Campaign. The team at MTM pulls from life's human nature and the past culture of many decades to create ideas that speak to the heart and speak action. An open space environment encourages every team member to contribute, from understanding to video production, editing, special effects, graphic design, web development and social marketing. If there is a groundbreaking, more effective way to market to the people, they'll live without fear. (Gervin)

South End Open Media Lab **J35**

Burlington • open.org • vermontopen.org

For students, student filmmakers, media professionals, video bloggers and citizen journalists, the South End Open Media Lab is a valuable resource for getting digital media projects off the ground. The South End Open Media Lab is home to both the Regional Educational Technology Network and Vermont Community Access Media, and provides access to a cutting-edge facility devoted out with state-of-the-art digital media resources and staffed by professionals ready to help create and distribute messages throughout Vermont and beyond. The South End Open Media Lab is a place where individual citizens, nonprofit organizations and education institutions have equal access to the training and resources they need for learning 21st century production skills and building community.



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Sandra did!



"When I moved to Vermont, in September 2006, I was kind of interested in Dealer. But at the time, my position didn't exist there, so I found work elsewhere. Then you guys had the first Vermont 3.0 Tech Jam, and I was able to investigate all the other companies with my position around this area. I also talked to Dealer's human resources director, who encouraged me to apply, but they still didn't have my position."

The Tech Jam was a great overview of IT in Vermont. There was more than I thought -- quite a bit more. But I still really wanted to work at Dealer. So I waited until the next Tech Jam came along and took full advantage. I put my resume in front of Dealer, which had grown considerably in five years, and I ended up getting my position, which now does exist."

I had a great experience with the Tech Jam, and now I'm happy at Dealer.com!"

Sandra Vishnevsky
Technical Business Analyst
Dealer.com

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